



Richard L. Dusik
 Founder - President - Broker
RLD@FloridaBeachRealty.com



Dana Dusik Barry
 Second Generation CEO
Dana@FloridaBeachRealty.com



Luke Kevin Barry
 Third Generation Associate
Luke@FloridaBeachRealty.com



FLORIDA BEACH REALTY
 and Financial Services, Inc.

1515 N Federal Hwy, Suite 300, Boca Raton, FL 33432-1994 (USA)
 Website: www.FloridaBeachRealty.com and www.OceanfrontInBoca.com
SERVING Boca Raton's OCEANFRONT Condominiums

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Get Started On The Road To Wealth

New homeowners may struggle and save to buy their first home. Many of them then dream about the time when the mortgage is paid off and there are no more payments. Wouldn't it be great if at the time you pay off the mortgage on your home, you also paid off two or three rental homes or condos? Someday you could sell them for a good price or keep them for rental income in retirement.

With the values of homes always going up, this may be the time to buy a rental home as an investment.

Just save a bit more, buy another home as a rental, and the dream can come true. After the down payment, the monthly rent may pay off the loan every month.

There is always a demand for small rental homes and condos.

There are reasons for this demand. Here are some of them:

1. There has been a trend for young people to stay single longer.
2. There is an increase in the numbers of nontraditional households (singles-not-married, newly married, no children) that keeps the demand for smaller houses high.
3. People who are in their golden years have increased dramatically in numbers. They have a major impact on the market for rental homes and will have for many decades to come.
4. As the baby boom population ages, the country will need more housing that will be of the type that older Americans prefer, usually the small house, condo or townhouse.

Your Net Worth

The net worth of the people who own a home is on average much higher than those who live in a rental property.

The reason that may come to mind first is that people who buy homes were wealthier in the first place. True, but even among people with similar incomes the difference between net worth of home owners and the net worth of renters is considerable.

After the home is purchased, payments on the loan each month reduce the mortgage and equity builds.

Over the long run, even including recessions, houses have a record of increasing in value. When wealth builds up in equity over the years, it can usually be tapped and used by owners with a refinance or home equity loan.

Owning a rental home or homes automatically adjusts for inflation. Real estate goes up in value while other types of investments may not.

Give me a call when you want to get started in making that dream investment come true! ♦

How Electricity Changed The World

With the invention of electricity the biggest breakthrough in home and office innovations was from 1906 to 1955. During this period, the introduction of household appliances and office machines in America, ranging from vacuum cleaners, electric ranges, food processors, electric typewriters, copy machines, made the home and office life in general much easier with the use of electricity.

In 1939 Popular Mechanics, a magazine that helped people master the modern world, giving them technology and information on the newest and the latest breakthroughs in science and machines, predicted the home of the future. With the addition of the electric power supply it predicted televisions, lighting control, air conditioning and many of the things in our home and office that we take for granted using today's technology.

The electric toaster wasn't invented until 1909. It only toasted the bread on one side and you had to turn the bread over halfway through to toast the other side.

The home refrigerator wasn't invented until 1913, but it was several years before it became a common household appliance. Until then, the household had an

icebox. The iceman came around and delivered a block of ice or you went to the icehouse and picked-up a block of ice for the icebox to keep foods cold.

Around 1900 the first electric washing machine was invented by a Ford Motor Company employee but was not introduced for the household market until 1947. It took another 15 years for the electric clothes dryer to be introduced.

1924 the dishwasher that resembled the modern models of today was created.

The overhead garage door was put into use in 1921, but you had to lift it by hand. The electric garage door opener that we know of today was invented in 1926. Now you can open your garage door with the push of a button from down the street.

As electricity technology improved in the 1920's things like the electric range and oven became more common. The self clean oven was first introduced by Thermador in 1963. Now you can clean your oven with the push of a button.

1940's, mainly after World War II, the in home TV started to become more prevalent. Television stations and networks in most parts

of the world upgraded from black-and-white to color transmission between the 1960s and the 1980s.

The TV remote control didn't come on the scene until 1956 and the light dimmer switch on your overhead lights for home use became common in 1959. Now you can use your voice to turn on the TV, change channels and turn on the lights.

The microwave oven was on the market in 1947, but it was not until 1967 that it caught on in the American household.

In 1977 the cordless phone was patented and in 1993 the first internet was free for everyone to use. Now everyone has their own personal telephone that they use for dozens of tasks other than communication.

You can check the security of your home, turn on or off the lights in your living room, and many other tasks from your cell phone.

Now we have driverless cars, artificial intelligence, robots to do our house work, and so many modern electric and high tech gadgets. The list is endless.

Won't it be interesting to see what the technology of the future brings. ♦

The Benefits Of Seller Financing

Seller Financing

Here is a way to increase the selling of a home in a slow market. When the banks tighten up on loan qualifications, seller financing may be the way to go. The seller can assist the buyer by acting as the lender, financing all or part of the sale. The term given to such seller financing is carry back financing. Literally, the seller is carrying back part or all of the

financing on the property instead of the buyer financing with a bank or savings and loan.

When the property is free and clear of loans, seller financing is no problem. If there is a small institutional loan still on the property, it must be assumable and allow additional financing. The agent must ascertain this when property is listed.

Seller financing is a vital part of

any successful sales program. If the seller is aware of all of the benefits, it can cut the sales time of a property by expanding the market. Many more buyers would be able to purchase the property.

Many sellers of real estate do not need all of the money that will come from a sale. Often the seller must go out and look for a place to invest the proceeds, to get the best possible return.

Benefits to the Seller

- Even though mortgage money is available, some people who would be excellent buyers cannot qualify under institutional lender standards.
- Many properties just don't meet institutional standards.
- A good amount of money from the sale is invested in a note that is extremely safe, secured by the real estate that the seller knows well, the property that was sold. This gives the seller a substantial monthly income.
- This investment, in addition to being safe, will pay a much higher interest rate than is paid in other investment vehicles. Example: When institutional mortgage rates are over 6%, the seller can have the proceeds from the sale invested at that rate, or higher, rather than 1% at a bank.
- By taking a small down payment, and carrying the loan, the seller may be able to defer taxes because of qualifying for an installment sale. (Internal Revenue Code, Section 453.)
- The home sells at the top price. When a buyer is able to get excellent terms, usually there is less haggling over the price.

- The transaction may be lightning fast. With no lengthy loan qualification at a lender, the buyer can be ready to close immediately.

Benefits To The Buyer

Some of the benefits mentioned above, such as the speed of the closing will also apply to the buyer. Here are others:

- Buyer can save cash paid to purchase the home. Seller may accept a lower down payment than required by an institutional lender. Buyer will save a substantial amount by completely avoiding loan origination fees (points) that can amount to thousands of dollars.
 - Although the buyer may be paying the seller a higher interest rate than the seller can get at a savings account at a bank, the interest rate may be lower than the buyer would have to pay on a bank loan.
 - Seller will not charge the buyer an appraisal fee and a variety of additional costs and fees normally charged by lending institutions.
- Often an older seller has a free and clear home and would be more than happy to get the ben-

efits of a carry back loan.

Vacation Homes and Other Solutions

Institutional lenders can often get troublesome on certain properties. Vacation homes can be one that is on their problem list. Others include: 1) Land, improvement ratio, e.g. house on 15 acres. 2) Old house without concrete foundation. 3) Zoning, e.g., a single family home on a lot zoned commercial or other non-conforming zoning.

All can be a problem that can be solved instantly with carry back financing.

Planning

When a home goes on the market, the owner and broker will usually discuss a marketing plan. This usually consists of the agent responding in terms of advertising, signs, explaining the referral system, holding the home "open" and wide exposure through the multiple listing service. These are the things expected of any real estate office.

Owner financing may be one of the most important marketing strategies that should be discussed with your real estate broker and attorney. ♦

Keep Tabs On Home Values

There are many reasons to keep tabs on your home's value. Here are a few ways that a market analysis can help you:

- Determine the investment soundness of a room addition or remodeling.
- Make realistic judgments in planning your estate.
- Set the right price when selling your home.
- To know if your insurance coverage is adequate.

- Make the decisions necessary if you are refinancing the home.

Making a fair-market analysis is an exact, detailed skill. For instance, in arriving at the value, the calculations include the following.

1. Measuring the size of the home and the lot. Checking the age of the structure and its condition. Evaluating the number of rooms, baths, number of bedrooms and extras such as decks, spas, size of garage.

2. Examining the condition of the exterior and interior. It can help to determine what repairs and refurbishing can bring you the top dollar when selling.

3. Comparing the home with similar properties in the immediate area for sale or recently sold.

I can help you in establishing the value of your home today. While we are not appraisers, we do have a feel for the market. I can give you a very accurate market analysis. Call me to help in determining the value of the home. ♦

Oceanfront In BOCA

The following is a summary of the available and pending residences located on the East (BEACH) side of OCEAN Blvd. (A1A) in Boca Raton.
0.1% to 3.9% is Low Inventory * **4.0% to 6.9%** is Balanced Inventory * **7.0% to 9.9%** is High Inventory * **10.0% +** is Excessive Inventory

North Beach

(North of Palmetto Park Road on North OCEAN Blvd. - Listed from North to South)

Address	Condo Name	TA	AA	%A	ADOM	Price Range	Average	PC
2150	Aegean	8	2	25.0%	152	3.895M to 3.995M	3.945M	0
2070	Athena	4	0	0.0%	0	SOLD OUT	0.00M	0
2066	Ocean Reef Towers	55	2	3.6%	117	1.5M to 1.595M	1.548M	0
2000	Brighton	39	0	0.0%	0	SOLD OUT	0.00M	0
S/T	North Beach	106	4	3.8%	134		2.746M	0

Boca Beach

(South of Palmetto Park Road to the Boca Inlet on South OCEAN Blvd. - Listed from North to South.)

Address	Condo Name	TA	AA	%A	ADOM	Price Range	Average	PC
250	Marbella	155	2	1.3%	28	1.95M to 4.25M	3.100M	0
310	Boca Mar	38	0	0.0%	0	SOLD OUT	0.00M	0
350	Beresford	53	0	0.0%	0	SOLD OUT	0.00M	1
400	Excelsior, The	27	2	7.4%	139	6.45M to 7.75M	7.100M	0
500&550	Chalfonte, The	378	6	1.6%	202	1.495M to 1.85M	1.702M	1
600	Sabal Shores	125	4	3.2%	139	1.25M to 1.795M	1.393M	0
700	Sabal Point	67	3	4.5%	147	1.295M to 2.395M	1.762M	0
750	750 Ocean	31	0	0.0%	0	SOLD OUT	0.00M	0
800	Presidential Place	42	0	0.0%	0	SOLD OUT	0.00M	0
1000	One Thousand Ocean	52	0	0.0%	0	SOLD OUT	0.00M	1
S/T	Boca Beach	968	17	1.8%	150		2.439M	3

South Beach

(South of the Boca Inlet on South OCEAN Blvd. - Listed from North to South)

Address	Condo Name	TA	AA	%A	ADOM	Price Range	Average	PC
1180	Cloister del Mar	96	6	6.3%	157	619K to 1.2M	840K	2
1200	Cloister Beach	128	0	0.0%	0	SOLD OUT	0.00M	0
1400&1500	Addison, The	169	9	5.3%	174	1.987 to 5.75M	3.710M	1
1800	Placide, The	54	1	1.2%	0	1.449M	1.449M	1
2000	Whitehall	164	2	1.2%	68	949K to 1.599M	1.274M	0
2494	Aragon, The	41	1	2.4%	14	6.95M	6.950M	1
2500	Luxuria, The	24	1	4.2%	466	10.5M	10.500M	0
2600	Oceans Edge	120	1	0.8%	103	1.989	1.989M	0
2800	Ocean Towers	256	7	2.7%	114	1.195M to 2.949M	1.905M	0
3000	3000 South	80	2	2.5%	73	1.089M to 1.279M	1.184M	0
S/T	South Beach	1132	30	2.4%	139		2.586M	5
Totals	Aug. 2026	2206	51	2.3%	142		2.549M	8
Totals	Aug. 2025	2206	66	3.0%	111		2.526M	9
Totals	Aug. 2024	2206	52	2.4%	113		2.455M	11

Key:

TA = Total Number of Apartments in Development * **AA** = Number of Apartments Available For Sale
%A = Percent of Apartments in Development For Sale * **ADOM** = Average Number of Days on Market per Listing
PC = Number of Apartments SOLD and Pending Closing

This information is compiled from FlexMLS on July 22, 2026.. This representation is based in whole or in part on data supplied by FlexMLS. FlexMLS does not guarantee or is not in any way responsible for its accuracy. Data maintained by FlexMLS may not reflect all real estate activity in the market.

When ideas in tax and other legal areas seem to fit your situation, it is recommended that you discuss them with your professional advisor before taking action.

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